

# BRIEF OVERVIEW OF THE MEDICAL GAS INDUSTRY



## ➤ NPR ON REGISTRATION AND LISTING

- 666 PHARMA FIRMS

## ➤ NPR ON MEDICAL GAS CONTAINERS

- 3400 ESTABLISHMENTS OPERATED BY 1020 FIRMS – 93% SMALL BUSINESS (SBA)
- 80% FIRMS - 32% ESTABLISHMENTS HRC
  - PRIMARILY SERVING PATIENTS AT RESIDENCE
- 20% FIRMS – 68% ESTABLISHMENTS FROM INDUSTRIAL GAS AND CHEMICAL AND ALLIED PRODUCTS INDUSTRY
  - SERVING MULTITUDE OF CUSTOMERS FROM HOSPITALS TO INDIVIDUAL DOCTORS TO HRC FIRMS

## ➤ TRADITIONAL PHARMA DISTRIBUTION

- LIMITED NUMBER OF FACILITIES MANUFACTURE FOR A LARGE GEOGRAPHICAL AREA
- USE DISPOSABLE PACKAGING

## ➤ MEDICAL GAS DISTRIBUTION

- LARGE NUMBER OF FACILITIES MANUFACTURE FOR A LIMITED GEOGRAPHICAL AREA
- USE REUSABLE PACKAGING
  - RETURNED TO THE MANUFACTURE FOR REFILL
  - SOME CONTAINERS (HOSPITAL STORAGE TANK, PATIENT HOME) REFILLED ON SITE
  - PRIVATE LABEL DISTRIBUTORS
- ALL MEDICAL GASES ARE FINISHED PHARMACEUTICALS (NO API) WITH MANY MANUFACTURERS IN DISTRIBUTION CHAIN

# Attachment 1

## Oxygen, USP Supply Chain

